



HARNESSING THE POWER OF TECHNOLOGY for the **WARFIGHTER**

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Commanding Officer
NSWC Crane

Contracts Department Overview
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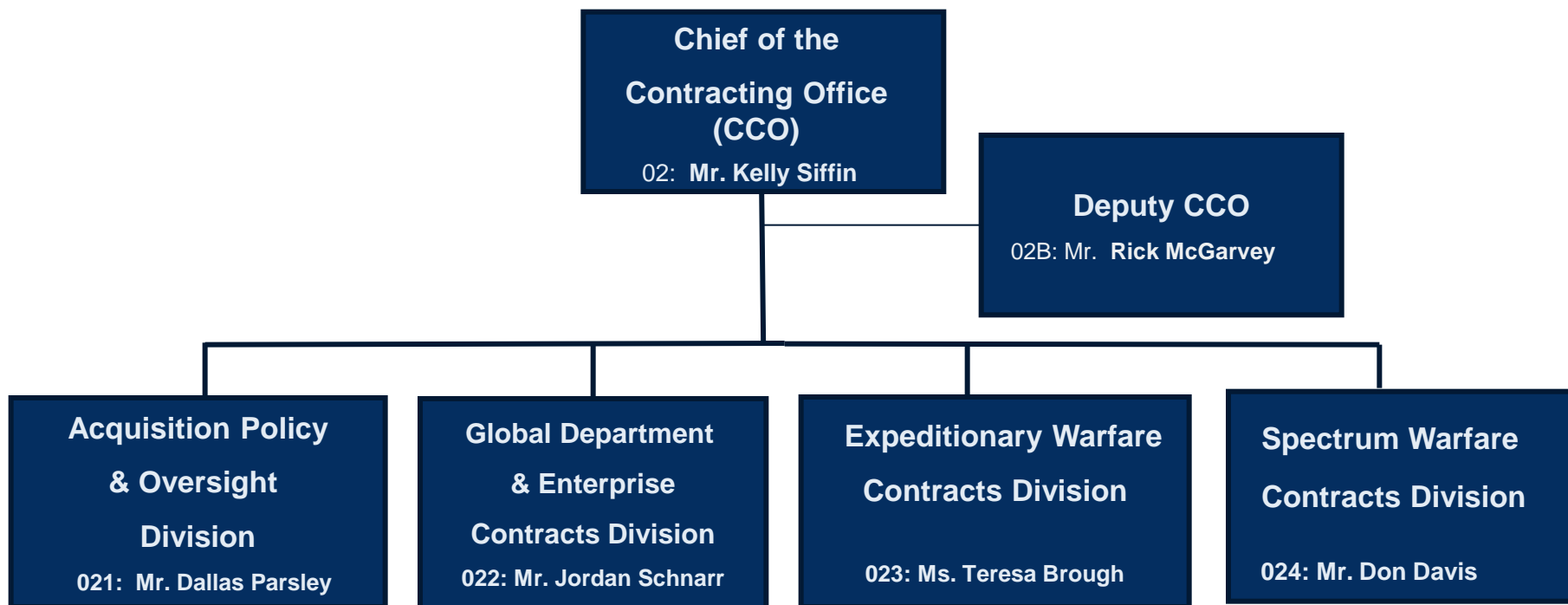


Buy Indiana Business Fair

Thanks for coming!

- At the conclusion of the presentation the presenters will be available for questions
- Communications with Crane personnel are encouraged
 - Once a requirement is published, communications are handled via the Contracts Department

The Contracts Department



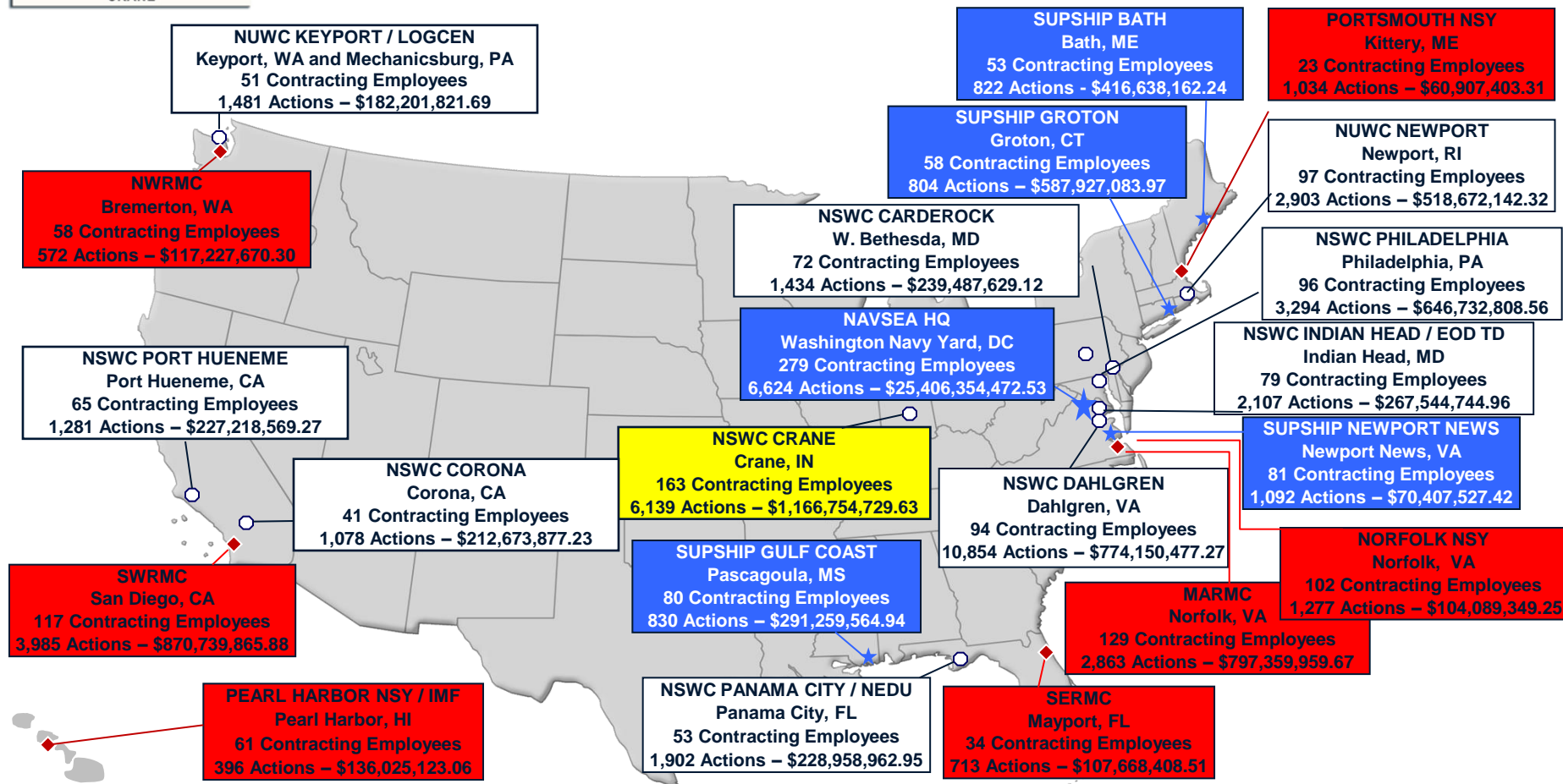
- **Expeditionary Systems**
 - Sensors, sensor integration, weapons, power systems, and platform integration
 - SOCOM, USMC, USCG and other expeditionary customers
 - \$555M: \$467M supplies, \$88M services
- **Spectrum Warfare Systems**
 - EW systems for ships, aircraft, and expeditionary purposes
 - \$227M: \$189M supplies, \$38M services
- **Global Defense & Deterrence**
 - Strategic Systems Program Office, Trident system components and equipment
 - \$87M: \$40M supplies, \$47M services
- **Corporate Operations, Command**, and related requirements
 - Business analysis, administrative support, miscellaneous requirements
 - \$43M: \$12M supplies, \$31M services

Research, Develop, Design, Prototype, Test, Acquire, Sustain, Enhance

NSWC Crane Acquisition FY17

Value	Small Business Amounts	Transaction Type	Volume
\$70M	15% (\$102.3M)	Contracts	91
\$490M		Orders & Contract Modifications	~2,200
\$204M	27% (\$54.4M)	SeaPort-e Services	10
\$48M (\$4M)	63% (\$30.2M)	Simplified Acquisition (Mods Only)	~1,300 (883)
\$10M		Purchase Card	~8,900

NAVSEA Contracting Competency – FY17



1,886 People – 53,485 Actions – \$33.431B

★ General Fund:	551 People	10,172 Actions	\$26.773 Billion
○ Working Capital Fund:	811 People	32,473 Actions	\$ 4.464 Billion
◆ Fleet Funds:	524 People	10,840 Actions	\$ 2.194 Billion

10/30/2017

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Requirements are published here:

FBO.gov

GSAadvantage.gov

SeaPort.navy.mil

Contracting Processes

< \$10,000 Micro Purchase

• Identify need * * * approve * * * award

Simplified Acquisition Process

• Identify need, approve, publish, evaluate, award

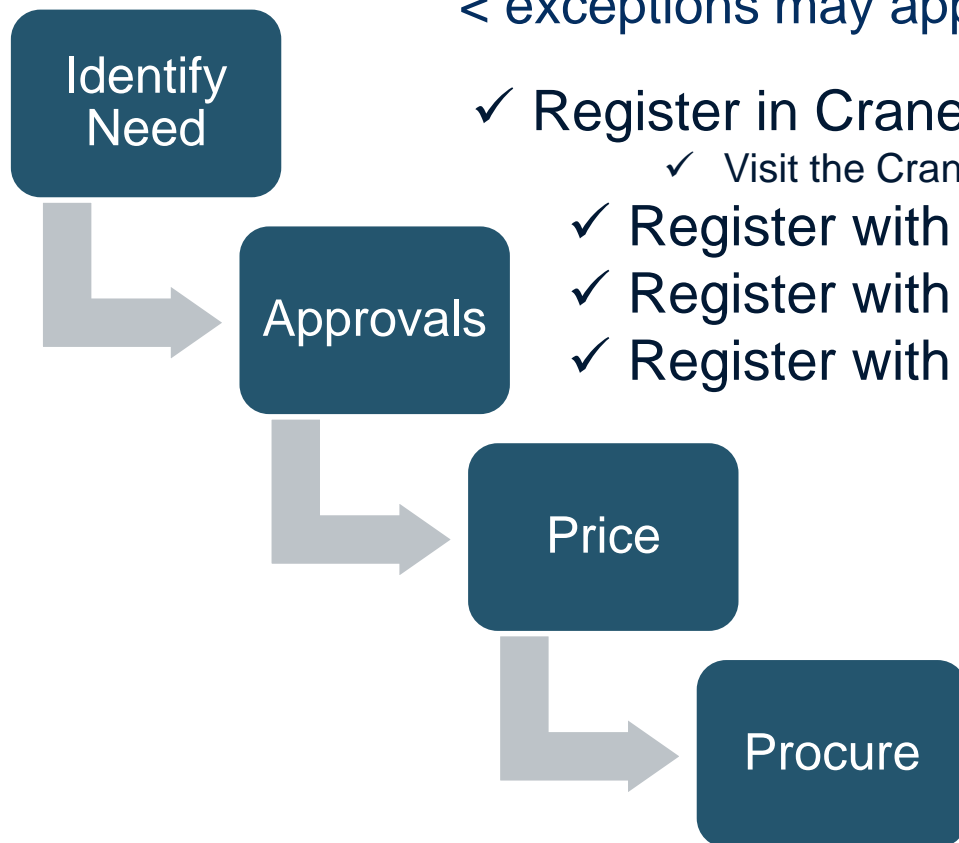
>\$150,000 Contracts, including SeaPort-e Service Contracts

• Identify need, plan, approve, publish, evaluate, negotiate, award, administer

Micro Purchase

< \$10,000 Micro-Purchase (Purchase Card)

< exceptions may apply



✓ Register in Crane Yellow Pages

✓ Visit the Crane Booth to Sign Up

✓ Register with PTAC (www.indianaptac.com)

✓ Register with GSA (www.gsaadvantage.gov)

✓ Register with SAM (www.sam.gov)

1- 50 Day Lead Time

Simplified Acquisition

\$10,000 - \$25,000



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Simplified Acquisition

\$25,000 - \$150,000

Identify
Need

Market
Research

Approvals

Publish

Evaluate

Negotiate

Award

- ✓ Registration is same as \$10,000 – \$25,000
- ✓ Monitor FedBizOpps (www.fbo.gov)

- ✓ **GSA Procurements >\$150,000**
- ✓ Indefinite Delivery Type Contracts
- ✓ Small Business Set Aside – rule of 2

30 - 90 Day Lead Time

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What we buy:

PSC/FSC
FAMILY CODES

- **IT HARDWARE AND SOFTWARE** **70xx**
- **ELECTRONICS / ELECTRICAL COMPONENTS** **59xx**
- **CALIBRATIONS EQUIP AND SERVICES** **J0xx**
- **MACHINING OF PARTS FABRICATION** **36xx**
- **COMMUNICATIONS EQUIPMENT** **58xx**

Large Contracts

Procurement Type	Dollar Value	FY18 Estimated PALT (Days)
>\$150k Awards, Negotiated Orders, and Scope Change MODs	\$150,001-\$2M	100-200
	\$2M-\$75M	260-400
	>\$75M	400+
Task Orders Awarded Under SeaPort-e MAC	<\$75M	210-400
	>\$75M	400+



Corporate Enterprise Contracts Branch

- **Responsible for ensuring that the “business side” of Crane has the proper resources including service support and the supplies required to execute its mission.**
- **Customers include:**
 - **Command**
 - **Corporate Operations Department**
 - **Comptroller Department**
 - **Contracts Department**



Corporate Enterprise Contracts Branch

Services (FY17):

- Total Value \$31M, \$17.5M or 56% obligated to Small Business
 - Twelve (12) SeaPort-e Task Orders (10 primed by Small Business)
 - Approximately 334 Full Time Equivalent Positions
 - Program Analyst, Admin, Engineers, Computer Systems Analyst, Tech Writer

• Corporate Operations Department

- Admin
- Financial Analysts
- Timekeeping
- HR Specialists
- Engineering and Data Analyst support
- Safety and Environmental Office support
- Security Office support
- Workforce Development/Training support (Solder Training)
- Public Affairs Office support
- IT Specialists

• Command

- Transcriptionists
- Intellectual Property/Patent support
- STEM support

• Comptroller Department

- Financial/Accounting
- Travel Office
- Admin

• Contracts Department

- Administrative support
- IT/Database support



Corporate Enterprise Contracts Branch

Supply (FY17):

- Total Value \$12M; ~5M or 39% obligated to Small Business
- Corporate Operations Department
 - Industrial Compressed Gasses
 - Hazardous Material Containers
 - IT Hardware



Global Deterrence and Defense Department

Provide supplies and services to support Systems Engineering and Sustainment of Strategic Programs Supporting DoD in Global Defense.

Primary Customers and Programs Supported

- Strategic Systems – Trident Missile Platform and Launch Systems, Ohio Replacement Program, SWS Ashore, Security Systems, Conventional Prompt Global Strike, Sonar Systems**
- Missile Defense Agency- AEGIS Ashore**
- US Air Force- Ground Based Strategic Defense**
- Office of the Secretary of Defense- Trusted and Assured Microelectronics Systems**



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Services (FY17)

- **Total Value \$47M obligated; ~11M or 22% obligated to Small business**
 - Nine (9) SeaPort-e Task Orders (4 primed by Small Business)
 - Approximately 487 Full Time Equivalent Positions
 - Engineering, Technician, Logistician, Program Manager, Program Analyst, Tech Writer
- **Focus areas include:**
 - Systems engineering and technical support
 - Logistical and life cycle support
 - Research, Development, Test and Evaluation
 - Nuclear Survivability verification and verification planning
 - Configuration Management
 - Model Based Engineering & Computer Aided Design
 - Polymer Engineering
 - Security Systems
 - Radiation Effects Test & Evaluation for Microelectronics



Supplies (FY17)

- Total Value \$40M obligated; ~\$19M or 47% to small business
- Primary types of supplies
 - Instrument and Laboratory Equipment, Test Equipment
 - Electrical and Electronic Equipment Components
 - Security system components
 - Software for testing and analysis
 - Sonar (transducer) components
 - Cabling



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Spectrum Warfare Systems

Control The Spectrum, Control The Fight

Areas of Expertise:

- Full life cycle engineering
- System Test and Integration
- Threat exploitation
- Technology Transition
- Hardware in the Loop, Modeling & Simulation

Hardware Product Areas:

- Surface Electronic Warfare
- Counter Radio Controlled Improvised Explosive Device Warfare (CREW) Systems
- Airborne Electronic Attack
- Infra-Red (IR) Countermeasure Design
Flares/Chaff/Lasers
- Phased Array and Solid State Technologies

Key Technical Areas Core to Future:

- Electromagnetic Spectrum Control Expertise
- Cyber via the Spectrum
- Model Based Systems Engineering
- Live/Virtual/Constructive Experimentation
- Distributed, Cognitive, and Adaptive Technologies



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Total Value Obligated (FY17) - \$227M:

- \$189M supplies, \$38M services

- **Supply (FY17)**

- Supply Obligated Value \$189M; \$59M or 32% obligated to Small Business
- Electrical and Electronic Equipment Components
 - Resistors, Capacitors, Fuses, Circuit Breakers, Switches, Connectors, Electron Tubes, Electronic Modules
- Communications, Detection and Coherent Radiation
 - Cryptologic Equipment, Radio Navigation Equipment, Radar Equipment, Electronic Countermeasures
- Instruments and Laboratory Equipment
 - Measuring and Test Instruments, Chemical Analysis Instruments, Physical Properties Testing

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Services (FY17)

- **Obligated Value ~\$38M; ~\$18M or 47% Obligated to Small Business**
 - Ten (10) SeaPort-e Task Orders (4 primed by Small Business)
 - Approximately 430 Full Time Equivalent Positions
 - Engineering, Technician, Logistician, Configuration Management, Program Analyst
- **Technology Areas/Systems Supported**
 - Surface shipboard electronic detection and guidance devices
 - AN/SLQ-32 (V1-V5), SEWIP, MK36, MK 53 , MK 59 Decoy Launching Systems
 - Engineering and Technician Support as it relates to sustainment of fielded systems
 - Deployment and upgrade of electronic detection and guidance devices including electronic surveillance measures (ESM), electronic protection (EP), electronic countermeasures (ECM) and electronic attack (EA).
 - Engineering, logistic and program analyst support as it relates to the upgrade or development of systems

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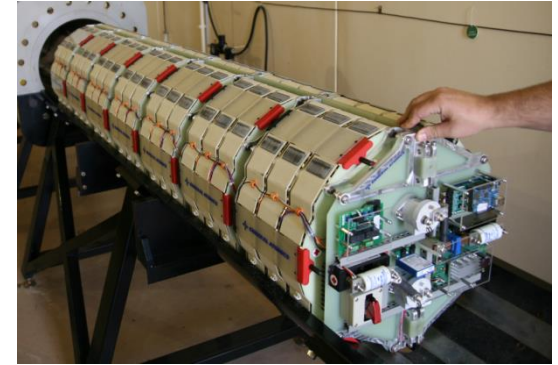
Spectrum Warfare Systems (Services Cont'd)

- IR/RF Systems Technologies support for High Energy Lasers (HEL), Counter Man-Portable Air-Defense Systems (MANPADS), Airborne Expendable Infrared Countermeasures (AEIRCM), AEIRCM dispensing systems.
 - Engineering Technician, Technician and Engineering support.
- Sustainment, repair, refurbishment, and form/fit/function (FFF) replacement design of RF and MW systems, components, and supporting technologies
 - Engineering, Configuration Management.
- Technical Logistical support services for repair of military assets and logistical support of equipment installation.
 - Logistical Support
- Technical, programmatic, configuration and process support of Radio Frequency (RF) components.
 - Technician Support

Research, Develop, Design, Prototype, Test, Acquire, Sustain, Enhance

Areas of Expertise:

- Small Arms Weapon Systems Engineering
- Specialized Munitions Systems Engineering
- Electro-Optic Technology Systems Engineering
- Surveillance, Reconnaissance & Intelligence Collection Systems Engineering
- Expeditionary Systems Integration & Engineering
- Power Systems and Interconnect Technology Engineering
- System Test and Evaluation



Hardware Product Areas:

- Hand Emplaced Munitions
- Small Arms (less than 20 mm)
- Expeditionary Ground and Air C4
- Expeditionary ISR Systems Ground and Air
- Multi-Sensor/Multi Domain EO/IR Systems
- Multi Chemistry Battery and Power Management Systems



Key Technical Areas Core to Future:

- Robotics & Weapons Control
- Software Interfaces
- Sensors & Sensor Fusion
- Artificial Intelligence & Machine Learning
- Human Systems Integration
- Systems of Systems T & E



- **FY17 Total Obligation - \$555M:**

- Services - \$88M
 - Supplies - \$467M

- **Supplies (\$467M), (\$50M SB)**

- Ammunition and Explosives

- 5.56 mm frangible, 7.62 mm, .50 Cal, 40 mm grenade, 30 mm cannon, flash bang grenade

- Communications, Detection and Coherent Radiation

- Electro-Optic/InfraRed (EO/IR) Systems – Lasers, Visual Augmentation Systems, Multi-Sensor EO/IR Targeting Systems, Weapons Sights, Infrared IFF Transponders, Beacons, Radios, Displays and Peripherals, Security Sensors

- Weapons

- SEA Protector MK50; 30MM Gun System MK46; Coast Guard VAS systems; and Naval Expeditionary Combat Command small craft and support systems.



- **Services (\$88M), (\$8.4M SB)**

- Thirteen (13) SeaPort-e Task Orders (2 primed by Small Business)
- Approximately 612 Full Time Equivalent Positions
- Engineering, Technician, Logistician, Configuration Management, Program Analyst, Explosive Certified Technicians/Engineers, OCONUS FSR

- **Technology Areas/Systems Supported**

- Integration (Air, Ground, Surface, Unmanned Vehicles)
- Autonomous Control
- Precision Kill Weapon Systems
- Safe High Energy Density Battery Technology
- Battery Safety Engineering & Test
- Expeditionary Power Technology
- Advanced & Trusted Printed Circuit Board & Assembly
 - Software Systems Integration
 - Mobility Systems Engineering
 - Expeditionary C5 Systems Engineering
 - Rapid Technology Transition



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Expeditionary Today...



Weapons



Sensors



Ordnance Test Area



Platform Integration



Test & Evaluation

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NSWC Crane Acquisition

Slides available at the Crane Contracting Public Site:

<http://www.navsea.navy.mil/Home/Warfare-Centers/NSWC-Crane/Contracts/>

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